

Message Text

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ORIGIN EB-11

INFO OCT-01 EUR-25 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00

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FM SECSTATE WASHDC

TO AMEMBASSY STOCKHOLM PRIORITY

AMEMBASSY COPENHAGEN

INFO AMEMBASSY HELSINKI

AMEMBASSY OSLO

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E.O. 11652: N/A

TAGS: ETRN, SW, DA

SUBJECT: CIVAIR: WORLD AIRWAYS CHARTER FLIGHTS

REF: A) STOCKHOLM 2731; B) COPENHAGEN 1795

1. POSTS ARE REQUESTED TO USE BEST EFFORTS TO FIND FORM-
ULA WHICH WILL PERMIT SWEDES AND DANES TO TOLERATE CHARTER
PROGRAM PROJECTED BY WORLD AND INTERNATIONAL TRAVEL AD-
VISORS INC. (INTRAV). PRESUMABLY, AS NOTED REFTELS, COM-
MERCIAL SELF INTEREST WILL PROVE MOST PERSUASIVE ARGUMENT
TO SCAN AUTHORITIES, BUT POSTS SHOULD ALSO STRESS PERSONAL
ASPECTS OF POSSIBLE CANCELLATION OF TRAVEL PLANS AT THIS
LATE DATE. PRESENTATIONS SHOULD BE MADE ON BASIS OF PRAG-
MATISM RATHER THAN POLICY CONSIDERATIONS.

2. WORLD'S PROGRAM WITH INTRAV, AS APPROVED BY CAB, CON-
SISTS OF 23 BACK-TO-BACK CIRCLE TOUR FLIGHTS ORIGINATING
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AND TERMINATING IN THE UNITED STATES, AND ARRANGED SO AS TO

ALSO PROVIDE AIR TRANSPORTATION BY WORLD ON THE STOCKHOLM-HELSINKI, AND HELSINKI-COPENHAGEN LEGS OF THE CIRCLE. PROGRAM CALLS FOR USE OF STRETCH DC-8 AIRCRAFT PROVIDING ONLY 219 RATHER THAN USUAL 250 SEATS AT MINIMUM COSTS TO PARTICIPANTS (INCLUDING MEALS AND LODGING) OF BETWEEN \$898 AND \$968 EACH, DEPENDING ON CITY OF ORIGIN IN US. WORLD AIRWAYS REPRESENTATIVE STATES THAT INTRAV HAS MARKETED THESE TOURS ONLY TO AFFINITY ORGANIZATIONS OF PROFESSIONAL PEOPLE (MEDICAL, DENTAL, LEGAL) WHO ARE LIKELY TO SPEND MORE THAN

AVERAGE TOURIST DURING STAY IN SCANDINAVIA.

3. BEGIN FYI: FOR REASONS OF CONVENIENCE TO ORGANIZE, PROGRAM WAS FILED WITH CAB AS INCLUSIVE TOUR CHARTER (ITC) PROGRAM RATHER THAN AFFINITY. WORLD CLAIMS NEVERTHELESS THAT ALL PARTICIPANTS ARE MEMBERS OF BONA FIDE AFFINITY GROUPS AND ON THIS BASIS FILED PROGRAM AS SERIES OF AFFINITY CHARTERS IN STOCKHOLM, SINCE SWEDEN AND DENMARK DO NOT ALLOW ITC'S. WORLD CLAIMS, HOWEVER, IT HAD NOT ANTICIPATED THE MIXING BY THE ORGANIZER (INTRAV) OF SEVERAL AFFINITY GROUPS ON EACH FLIGHT, SINCE IN ADDITION TO ITC BAN, SCAN RULES ALSO PROHIBIT SPLIT AFFINITY CHARTERS.

4. UER US REGULATIONS THE FLIGHTS IN QUESTION WOULD NOT BE CONSIDERED SPLIT CHARTERS SINCE ONLY ONE CHARTERER (INTRAV) IS INVOLVED. (HOWEVER, EMBASSY SHOULD TREAD SORTLY WHEN DISCUSSING THIS ISSUE SINCE WE DO NOT KNOW WHETHER WORLD HAS INFORMED THE SCANDINAVIAN GOVTS THAT THESE FLIGHTS HAVE BEEN SOLD IN THE US, AND APPROVED BY THE CAB, AS ITC'S RATHER THAN AFFINITY CHARTERS.) US REGULATIONS, IN CONTRAST TO GOS RULES, DO PERMIT SPLITTING, TO INCLUDE SEVERAL GROUPS, AND DIFFERENT CHARTER TYPES, ON SAME AIRCRAFT, PROVIDED EACH GROUP COMPRISES AT LEAST 40 PERSONS. END FYI. SISCO

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